

MXMetrics Sales Consultant Job Posting

Sales Consultant

Full Time Position. | Wenatchee, WA.

The MXM Sales Team

MXM is building a distinctive sales team and culture in Wenatchee, a team that employs proven sales methodologies to help customers buy solutions that improve their business success and enables each team member to achieve their personal goals and ambitions. We are committed to industry-leading sales professionalism, extreme ownership, team spirit, and commitment to learning and continuous improvement. We're consultants who introduce valuable solutions to fitness clubs that drive high impact change and business outcomes.

The Role

As a Sales Consultant, you are responsible for achieving sales goals by developing new customer relationships and selling additional software subscriptions to existing customers. Key elements of the role include:

- Outreach to fitness club operators and managers to inspire interest
- Quality conversations to understand club operator goals, priorities and challenges
- Creative solution consultation that identifies solution capabilities and advantages
- Effective software demonstrations
- Navigating contractual negotiations
- Building and maintaining relationships
- Applying MXM sales methodologies consistently and effectively
- Adhering to MXM sales operational processes including CRM data entry
- Continual learning and improvement in all aspects of your performance
- Creativity and new approach development that the team can adopt to improve methodologies and processes (bring your brain and use it!)
- Support team members in their success
- Primarily inside sales from MXM's Wenatchee offices
- Up to 30% travel including trade-show booth duty

This is an entry-level professional SaaS sales role. We provide training and coaching that enables you to achieve your full potential. You determine your success. Work extremely hard, apply what you learn, maintain a positive attitude, be open to coaching and improvement, and personally accountable to achieving your goals, and you will earn more than you thought possible, while establishing a foundation for future career opportunities.

Requirements

- High school degree; college coursework or degree preferred
- Demonstrated responsibility and success in a job; fitness club or fitness industry preferred
- Effective writing skills
- Effective verbal communication skills
- Positive attitude
- Strong work ethic, and proven ability to work independently
- Commitment to learning, improvement and performance

MXM is an equal opportunity employer.